

NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

January-March 2008

INSIDE THIS ISSUE:

<i>JAMS Contract</i>	1
<i>SBA Recertification</i>	1
<i>From the Director</i>	2
<i>Calendar of Events</i>	2
<i>7j Training</i>	3
<i>Meet Your Specialists</i>	4
<i>CCR updates</i>	5

Special Points of Interest

- Utilize CCR to it's Fullest!
- Find Out What is Happening in your Area
- Meet The SBA 8a Specialist For your Area
- Welcome from Ken Hamilton, Lead 8a Specialist

Helping small businesses
start, grow and succeed.



Your Small Business Resource

JACKSON AUTOMATED MANAGEMENT SYSTEMS, INC. (JAMS) OF FORT WALTON BEACH SECURES FIRST GOVERNMENT CONTRACT



Pictured: Phillip Jackson, President/CEO of JAMS and Captain Hannan of the Department of the Air Force signing the contract.

Phillip Jackson signed his first 8(a) prime Contract in September, 2007, to provide computer and network support for the 53rd Wing at Eglin Air Force base. The contract was a \$670,000 5-Year contract. Philip Jackson entered the SBA's 8(a) Business Development Program and received Small Disadvantaged Business certification in September of 2006. Mr. Jackson is a service-disabled Veteran of the U.S. Air Force. Mr.

Jackson's small business idea came into formation in 1994 as a part-time computer consulting business (also when Mr. Jackson secured the JAMS Inter-

net domain name) and the business formally incorporated in 2001 and focuses on network solutions for both the public and private sectors. The JAMS personnel pride themselves on giving back to their community by providing computer and Internet courses to senior citizens and youth in the community and with nonprofit organizations in the area. For more information on JAMS, please visit: <http://jams.com>.



Pictured left to right: Captain Brian Crooks, 53rd Wing Customer, Nathaniel Smith, Ver-Val Enterprises, Inc. (JAMS Mentor), Karen Turner, Eglin Contracting Branch Chief, Phillip Jackson, President/CEO JAMS, Captain Lance Hannan, Contracting Officer, Jamie Curry, Contracting Specialist, Cathina Hill, Eglin Small Business Specialist.

New SBA Recertification Regulations to Help Small Businesses Obtain Government Contracts

Large Corporations to be Eliminated from Database Within One Year-

On June 30, new U.S. Small Business Administration regulations took effect that require companies with federal contracts to recertify their size status as "small businesses." These actions will increase opportunities for more small businesses to receive contracts from the federal government. Recertification is necessary because federal agen-

cies have been able to count all contracts originally awarded to small businesses as small business contracts for up to 20 years, even if those companies were acquired by large corporations.

Starting June 30, any small business that merges or is acquired must immediately "recertify" its size. If the company is no longer small, the contract continues, but the

federal government can no longer count it as a "small" contract. Federal agencies will also immediately modify all existing long-term (over five years) contracts to require small businesses to recertify their size status for acquisitions, mergers and novation requests and to recertify their size status prior to an option being exercised. All existing contracts of less than five years will recertify when their first option is exercised. The vast

Continued on Page 4.....

2008 CALENDAR OF EVENTS

January 29, 2008 Jacksonville:

The SBA North Florida District will host a Workshop on the SBA's Programs and Services. For more information please contact Rosalind Bryant 904-443-1900.

January 31, 2008 Jacksonville:

8(a) Orientation at the SBA North Florida District Office from 2:00 pm to 4:00 pm, RSVP required to Nancy Alvarez Hernandez (904) 443-1930

February 13, 2008 Tallahassee:

The SBA and the Florida A & M University Small Business Development Center are hosting a Women's Business Roundtable at the SBDC, located at 2035 East Paul Dirac Dr. For more information, please contact Chris Workman, 850-599-3407.

February 28, 2008 Jacksonville:

8(a) Orientation at the SBA North Florida District Office from 2:00 pm to 4:00 pm, RSVP required to Nancy Alvarez Hernandez (904) 443-1930

February 29, 2008 Jacksonville:

Women's Business Roundtable Discussion 11:30 am to 1:30 pm at the SBA North Florida District Office, 7825 Baymeadows Way; Ste. 100-B, for more information & to register, please contact Donna Padgug-donna.padgug@sba.gov.

March 27, 2008 Jacksonville:

8(a) Orientation at the SBA North Florida District Office from 2:00 pm to 4:00 pm, RSVP required to Nancy Alvarez Hernandez (904) 443-1930

May 2, 2008 Fort Walton

Beach: 2008 Emerald Coast Women In Business Conference and Trade Fair will address the challenges of women in the business world- Conference Fee is \$49 and Exhibitor Fee is \$99. For more information, please contact the UWF SBDC at 850-833-9400.

Please submit any future events you would like to share to lola.naylor@sba.gov



Welcome From Kenneth Hamilton,

Assistant District Director/Business Development, SBA North Florida

It is our pleasure to present to you our first edition of the North Florida District's Business Development Newsletter. We are excited about using this quarterly publication to communicate important information to you about small business opportunities, federal procurement updates, support services offered by the SBA and our resource partners, etc. The newsletter will include success stories and valuable tips from your peers outlining what and how they achieve success. We will also highlight some of the accomplishments that we achieved within our district and keep you abreast of what we are doing here at our local SBA office to assist you in your business growth and development.

In this issue, we will introduce our team of Business Development Specialists. This team is responsible for business development and outreach to small businesses in 43 counties within North Florida. The work they do includes working closely with communities, state and local governments, federal agencies and commercial companies to promote and advocate business and economic development for small businesses.

The dedication and hard work of these individuals contributed to our North Florida District office's recognition as a "Top Performing Office" for fiscal year 2007. They have done an excellent job this past year and are now in the process of executing plans and new programs that will benefit your businesses in this current year.

Other accomplishments made during this past year were the success of our 8(a) Business Development Program. We had 185 certified 8(a) firms within our portfolio and through the excellent work and participation of our federal agencies in this program; in FY2007 we received 201 contract requirements that amounted to \$336 million awarded to these companies. In addition, with the cooperation of our 8(a) firms, we met our statutory requirement of completing 100% of the annual reviews for the firms within our portfolio.

During the fiscal year 2007, we focused a lot of our energy and resources on improving our infrastructure. The changes included: improvement to our workflow, installing new office automation equipment and a new customer relations management software application, and were executed to improve our service delivery to you.

We are excited about the possibilities of what we can accomplish this year and we look forward to assisting you in the development and growth of your businesses. On behalf of our district office, we extend our thanks to each of you for your support and participation of our programs.

Sincerely,

Ken Hamilton

STAY TUNED FOR UPCOMING 7J TRAINING

In Fiscal Year 2007, The SBA teamed up with USSMC, Inc (Unlimited Services Systems Management and Consultants, Inc.) and WorkForce Plus of Tallahassee to provide three days of business development training to twenty-two Small, Disadvantaged, HUBZone, and Women-owned business executives from North Florida. The event included workshops in

Cost and Pricing for Government Contracts and Basic CEO Workshops in Executive Development and Financial Management and Crafting Cost Proposals. Each CEO in attendance experienced real-life scenarios through role playing and team exercises in business development and cost

proposal writing. Each owner was able to come away from the workshop with a better understanding of the role of CEO in their business/industry and how to submit winning cost proposals. Each CEO received a certificate of completion for each day they completed and a reference workbook with the course materials for

future use.

WorkForce Plus provided the facilities and computer support for this event without compensation and their efforts were greatly appreciated.

Mark your calendars for the next 7J Training : Financial Management June 6, 2008 and Cost & Pricing I June 12, 2008 in Orlando- more information coming soon!

MEET THE SBA'S NORTH FLORIDA 8(A)/BUSINESS DEVELOPMENT SPECIALISTS



**Nancy Alvarez
Hernandez:**
Area: First Coast



Ed Phillips:
*Area:
Panhandle*



John Doriety:
*Area: Volusia/
Flagler/Putnam/
Marion Counties*



Jose "Ed" Ramos:
*Area:
Greater Orlando
Area*



Annette Paulson:
*Area: Alachua,
Baker, Bradford, Co-
lumbia, Gilchrist,
Union & Levy Coun-
ties*

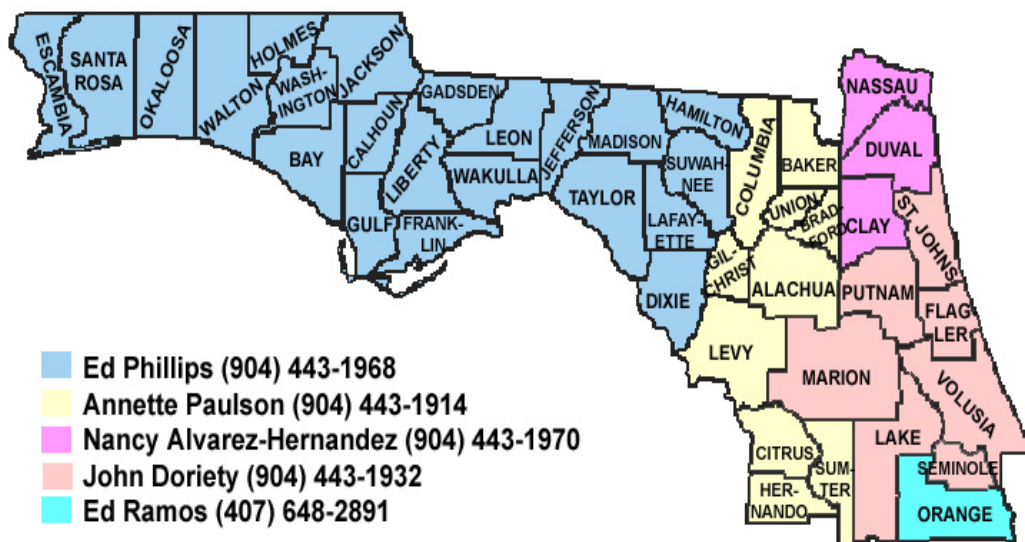


Group Photo: Top L to R: Ed Ramos, BDS, Charles Atwood, Program Assistant, Nancy Alvarez Hernandez, BDS, John Doriety, BDS, Ed Phillips, BDS Bottom L to R: Pam DuRocher, Program Assistant, Ken Hamilton, Assistant District Director/BD, Annette Paulson, BDS

Not pictured:
Ronald V. Johnson

Ron is s on reservist duty in Somalia for the next year. His responsibilities as BDS are being shared by the 8(a) team.

*The North Florida
District Business
Opportunity Specialists
are here to Assist You
in your Government
Contracting Needs.*



U. S. Small Business
Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Helpful Websites

- www.sba.gov/fl/north
- www.fedbizopps.com
- www.fpds.gov
- www.acquisition.gov
- www.ccr.gov
- www.sba.gov/vets
- www.acqnet.gov/comp/procurement/forecasts/index.html
- www.sba.gov/aboutsba/sbaprograms/gc/contacts/gcsubcontracts/opportunities.html
- www.dla.mil/db/procurement.htm
- www.sba.gov/aboutsba/sbaprograms/8abd/mentorprogram/index.html
- www.arnet.gov
- www.sunbiz.org
- http://www.myflorida.com/dbpr/pro/cilb/index.html
- www.gsa.gov
- www.aptac-us.org
- www.aptac-us.org
- www.vip.vetbiz.gov

Helping small businesses
start, grow and succeed.



Your Small Business Resource

CCR- USE IT TO IT'S FULLEST



Latest News on CCR:

On December 3, 2007, CCR was updated to its next point release, CCR v4.07.3.4. This release includes IAE CR-125 that updates the CCR Corporate Information page, IAE CR-154 that allows for more than 20 NAICS codes to be entered by any given registrant, and additional wording changes and clarifications based on CCR IMR-008.

The Corporate Information page changes will require that all CCR registrants reenter their Corporate information (Organization Type and Business Types) on their first update or renewal after this morning.

Please refer to the CCR Release notes at <https://www.bpn.gov/ReleaseNotes/> for further details.

Please remember how important it is to keep your business profile information updated on CCR.

For any assistance with managing your CCR profile, please feel free to contact your SBA Business Development Specialist (904) 443-1900.

New SBA Recertification RegulationsContinued From Page One

majority of these contacts have one-year options.

Under these rules, most large businesses credited with small contracts will no longer be counted as small, effective June 30. Nearly all the remaining large businesses will be scrubbed from the database within a year. As a result, federal agencies will need to increase efforts to identify and contract with new small businesses to meet their small business contracting goals – 23 percent as directed by Congress.

Because more than five million actions are recorded in the federal government's contracting database each year, as a practical measure contracting officers are being allowed to review short-term contracts as they are renewed annually.

OTHER STEPS

Also this summer, SBA will launch its Quick Market Search tool, an enhancement to the Dynamic Small Business

Search database, part of the Central Contractor Registration database which is a component of the government-wide Integrated Acquisition Environment. The Quick Market Search tool will allow contracting officers to identify vendor pools under each of the socio-economic preference programs, including women-owned small business, 8(a), small disadvantaged business, HUBZone (historically underutilized businesses), and service-disabled veteran-owned small business.

SBA will also transfer responsibility for front-line small business procurement counseling and training from procurement center representatives (PCRs) to its district offices and resource partners, significantly expanding national coverage.

In addition, this summer SBA will work on agreements across the federal agencies to have them provide increased contracting opportunities under the socioeconomic procurement preference programs in which

they have not met their contracting goals.

These steps will allow agency PCRs to focus on helping agencies provide genuine opportunities for more small firms to enter and develop in the federal marketplace, and in meeting contracting goals. SBA will train its field staff in these new responsibilities over three weeks in August.

The recertification regulation is available at The Federal Register's Web site at:

<http://a257.g.akamaitech.net/7/257/2422/01jan20061800/edocket.access.gpo.gov/2006/pdf/E6-19253.pdf>. For additional information on the new upgrades to the DSBS database, visit the SBA's Web site at www.sba.gov/size, and click on "What's New?"